



U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF GOVERNMENT CONTRACTING – AREA II
409 3RD STREET SW 2ND FLOOR
WASHINGTON, DC 20416

Sent Via Email

July 7, 2017

Maxine Sullivan, CEO
Team J, Inc.
1075 Southern Maryland Blvd., Suite 19B
Dunkirk, MD 20754

Re: Certificate of Competency determination regarding RFP GS-11P-17-YE-D-001 for custodial and related services at the GSA Regional Office building.

Dear Ms. Sullivan,

On May 18, 2017, the General Services Administration (“GSA”) referred Team J, Inc. to the Small Business Administration (“SBA”) for a Certificate of Competency (“CoC”) regarding the subject procurement.

The basis of the referral was Team J’s failure to demonstrate the requisite Corporate Experience as defined in the subject solicitation.

The solicitation requires, among other things, experience managing a minimum of (a) 3 (three) separate contracts (b) for janitorial services – not operations and maintenance, landscaping, pest control, etc. (c) at facilities whose size exceed 800,000 gross square feet.

Team J claims to have multiple, concurrent janitorial service contracts that combine to exceed 900,000 gsf. However, this calculation includes contracts that fall outside of GSA’s scope for janitorial services, and it fails to account for the solicitation’s 3-contract minimum totaling 2.4 million gross square feet.

Based on the information Team J has presented in its CoC application, we have no reason to disagree with the contracting officer’s Determination of Non-Responsibility.

Please note that this CoC determination is merely a snapshot in time. It has no relevance to any future federal procurement.

We regret that the present circumstances do not warrant a CoC. We hope that your firm will continue to use the SBA's programs and resources and that we may be of service to you in the future. For any questions or concerns, feel free to contact Adrian Groth, Industrial Specialist for Area II of the Office of Government Contracting. He can be reached at (202) 205-6840 or by email at adrian.groth@sba.gov.

Sincerely,

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for

Sharon A. Gurley
Acting Director, Area II
Office of Government Contracting
U.S. Small Business Administration